

Figure 1

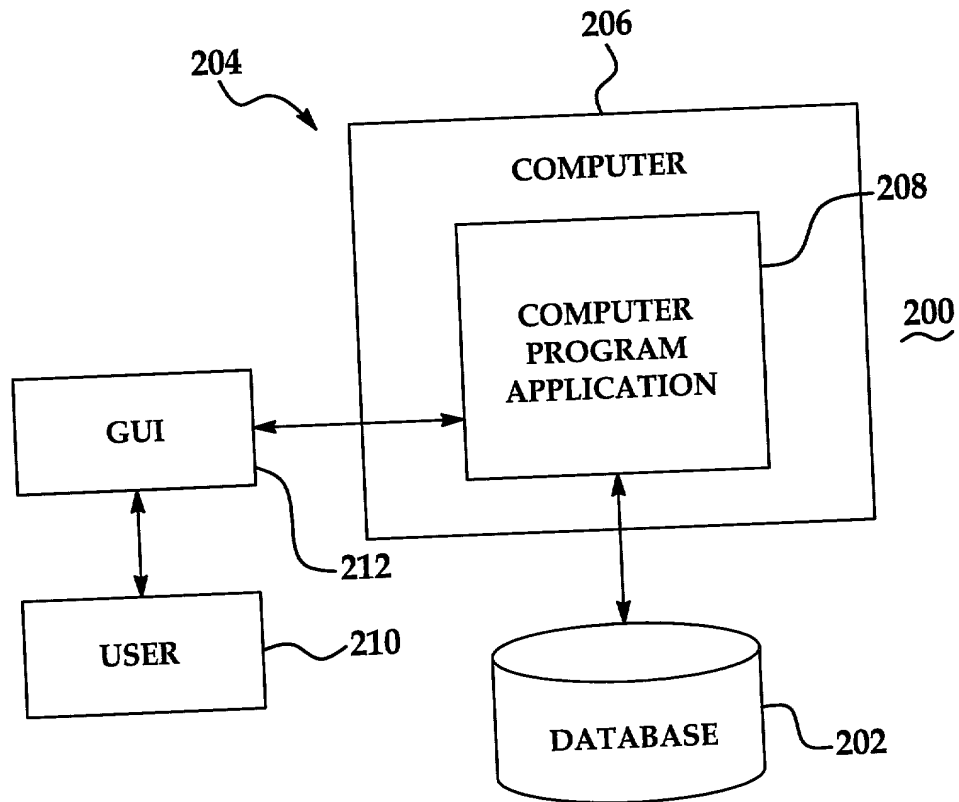
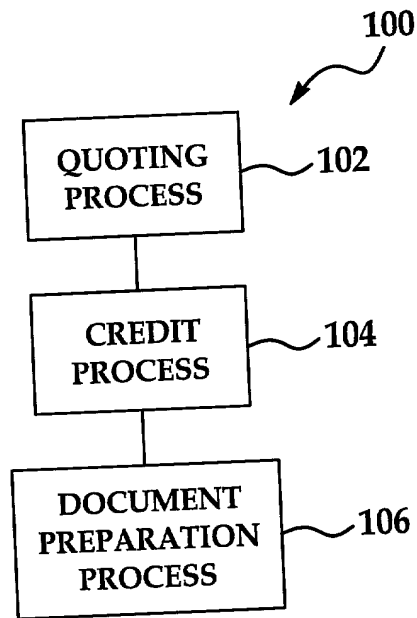
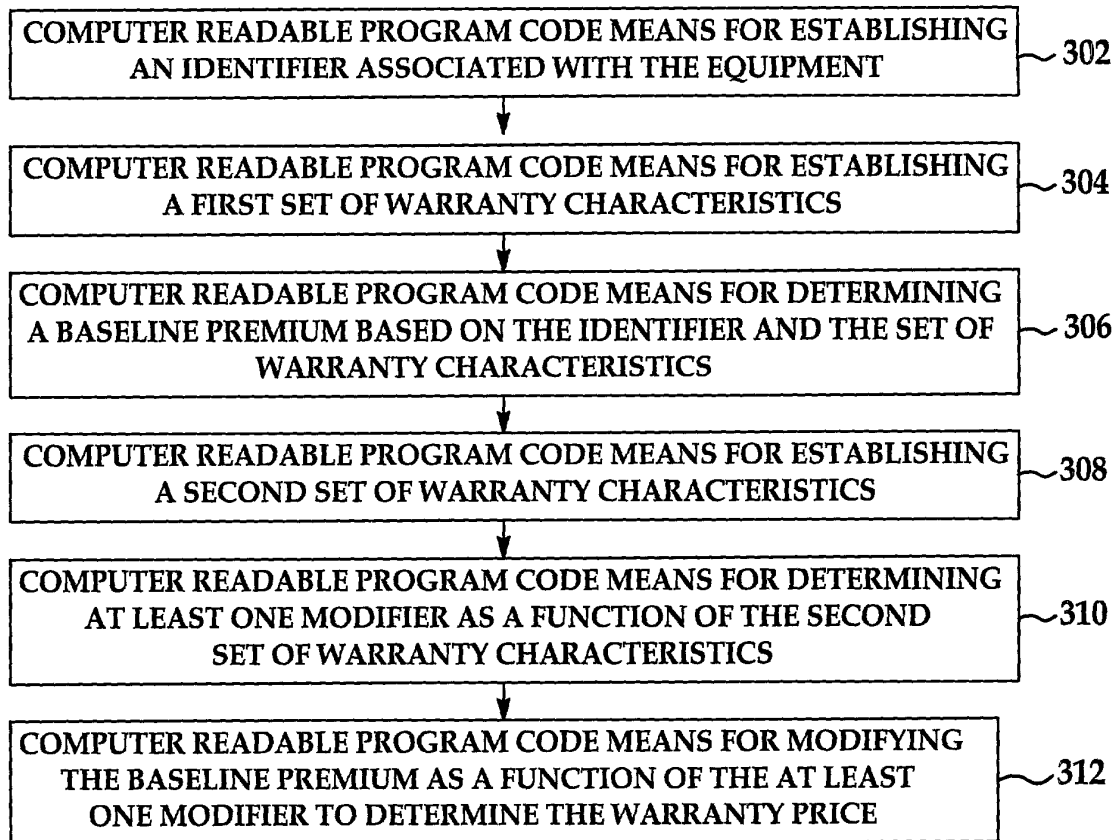
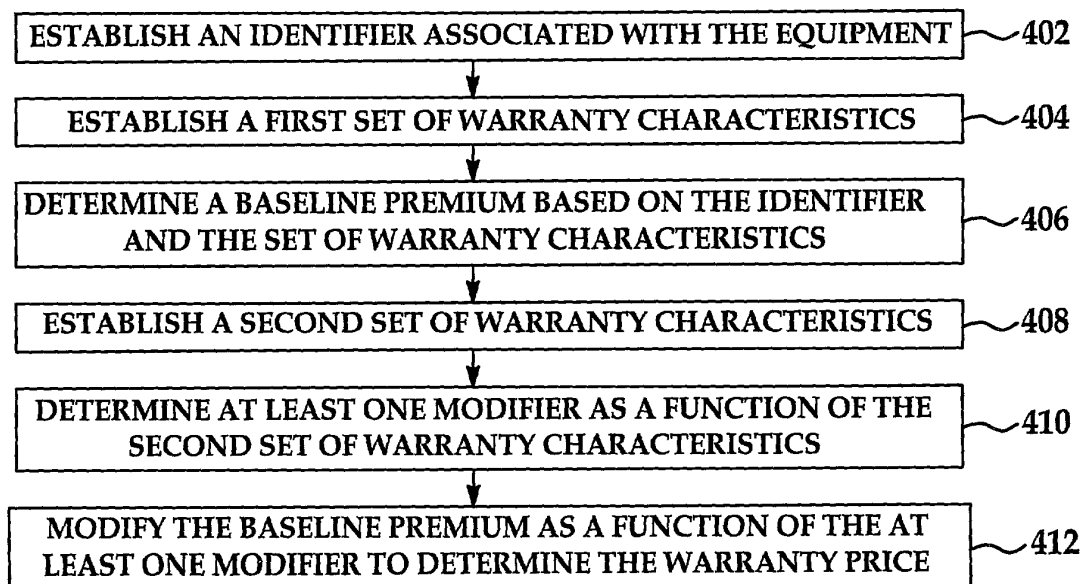


Figure 2

Figure 3Figure 4

502

File Edit View Insert Format Tools Data Window Help

A44 = 504A

	A	B	C	D	E	F	G
1							
2	Dealer Code	L100		Parts / Labor	Parts and Labor		
3		L100		504C	Parts Only		
4		L110			Labor Only		
5		L240					
6	Industry Segment	Agriculture		Serial Number			
7		Building Construction					
8		Equipment Services		CSA?	CSA		
9		Forest Products			Non CSA		
10	Management Approv	Yes		504E			
11	Required?	No					
12							
13	Product Family	Agriculture		Model	416		
14		Articulated Trucks			420		
15		Backhoe Loaders			426		
16		Compact Construction Equipment			428		
17		Compactors			430		
18		Excavators			432		
19		Forestry			436		
20		Front Shovels			438		
21		Integrated Tool Carriers			442		
22		Motor Graders			446		
23		Off Highway Trucks					
24		Paving Products					
25		Pipe Layers					
26	Govt.?	Government		Country	Sweden		
27		Non Government			Switzerland		
28	Special?	Normal Quote		504I	Syria		
29		Special Quote		504M	Turkey		
30					UAE		
31					US		
32					Yemen		
33	Term	Pwt Term	P+H Term	Total Term			
34		None	None	None			
35		12 Months	12 Months	12 Months			
36		24 Months	24 Months	24 Months			
37		36 Months	36 Months	36 Months			
38		48 Months	48 Months	48 Months			
39		Pwt Hours	P+H Hours	Total Hours			
40		6000	6000	6000			
41		6500	6500	6500			
42		7000	7000	7000			
43	Ext Warr Premium	100	GBP				
44		504N	504O	504P	504		
45							

Ready

Sheet2 / PP Parts NACD / PP Parts Cofa / PP Parts COSA / PP Parts NA

Figure 5A

502

File Edit View Insert Format Tools Data Window Help

A44 = 504A

	A	B	C	D	E	F	G
1							
2	Dealer Code	1010	Parts / Labor	Parts and Labor			
3		L100	504C	Parts Only			
4		L110		Labor Only			
5		L240					
6	Industry Segment	Agriculture	Serial Number				
7		Building Construction					
8		Equipment Services	CSA?	CSA			
9		Forest Products		Non CSA			
10	Management Approval	Yes	504E				
11	Required?	No					
12							
13	Product Family	Agriculture	Model	309			
14		Articulated Trucks		311			
15		Backhoe Loaders		312			
16		Compact Construction Equipment		313			
17		Compactors		315			
18		Excavators	504F	317			
19		Forestry		319			
20		Front Shovels		320			
21		Integrated Tool Carriers		322			
22		Motor Graders	504H	325			
23		Off Highway Trucks		330			
24		Paving Products		345			
25		Pipe Layers		350			
26							
27	Govt.?	Government	Country	Sweden			
28		Non Government		Switzerland			
29				Syria			
30				Turkey			
31				UAE			
32				US			
33				Yemen			
34							
35							
36							
37							
38							
39							
40							
41							
42							
43	Ext Warr Premium	100	GBP	504			
44		504N	504O	504P			
45							

Inputs Sheet2 / PP Parts NACD / PP Parts Cofa / PP Parts COSA / PP Parts NA

Ready

Figure 5B

E30					
	A	B	C	D	E
1	Parts Pure Premium	75	85	74	
2	Labor Pure Premium	100	124	110	
3	250 Hour Labor Pure Prem	65			
4	Cntry Labor Differential	0.587			
5	Cntry Parts Differential	0.634			
6	Combined Pure Prem	97	126	111	
7					
8	Subsidiary Avg HPY Adj	1.538			
9	Cntry Miscellaneous Load	1			
10	Coverage	3.5	1	1	
11	HPY	1			
12	Govt	1			
13	CSA	1			
14	Industry Segment	1			
15					
16	Loss Ratio	74%	79%	84%	
17					
18	Normal Premium	704	246	204	
19					
20					
21					
22	Selected Prem Calc	1154			
23					
24	Currency Conversion	1			
25					
26	Premium	1154			
27					
28					
29					
30					
31					
32					
33					
34					
35					
36					
37					

Ready

Figure 5C